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AGRICULTURAL COOPERATION

July 27, 1929

Vol. VII, No. 15.

COOPERATIVE MARKETING OF COTTON

Sixteen farmer-owned and -operated cotton marketing associations with approximately 100,000 members, handled more than 1,100,000 bales of the 1928 cotton crop.

The best record made by any association is that reported by the Oklahoma Cotton Growers' Association, Oklahoma City, which received more than 363,000 bales from its 25,000 members.

The Staple Cotton Cooperative Association, Greenwood, Miss., handled more than 232,000 bales for 1,500 active members. This is an average of 154 bales per active member.

A third association handling a large volume of cotton is the Texas Farm Bureau Cotton Association, Dallas. With about 20,000 members it received more than 115,000 bales.

The Mississippi Farm Bureau Cotton Association received about 75,700 bales, and the Arizona Pima cotton Growers more than 65,000. The other associations report handling smaller quantities.

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION
COLLECTED BY THE DIVISION OF COOPERATIVE MARKETING
BUREAU OF AGRICULTURAL ECONOMICS
UNITED STATES DEPARTMENT OF AGRICULTURE
WASHINGTON, D.C.

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EIGHT PER CENT OF COTTON CROP MARKETED COOPERATIVELY

Approximately eight per cent of the 1928 cotton crop was marketed through 16 cooperative associations. This is a larger percentage than for either of the two preceding seasons, but not so large a percentage as for the 1925 crop when 9.1 per cent of the crop was marketed by 15 associations.

The total cooperative marketings for the 1928-29 season to the first of July amounted to about 1,160,000 bales, which is the third largest amount received by the cotton marketing associations.

The best record was made during the 1925-26 season when 1,472,586 bales were received by 15 associations. This quantity was 9.1 per cent of the total 1925 crop.

The number of associations marketing cotton, the number of bales received, and the percentage which the cooperative cotton was of the total crop is indicated by the following figures:

Marketing season	Number of associations reporting	Bales received	Per cent of total crop
1921-22	5	352,226	5.3
1922-23	10	764,928	7.4
1923-24	14	928,562	8.9
1924-25	15	1,096,507	8.0
1925-26	15	1,472,586	9.1
1926-27	15	1,208,663	6.7
1927-28	16	825,686	6.4
1928-29	16	* 1,163,684	8.0

* Subject to revision.

About 31 per cent of the 1928 cotton marketed by cooperative associations was handled by the Oklahoma Cotton Growers' Cooperative Association, and about 20 per cent by the Staple Cotton Cooperative Association, Greenwood, Miss.

The percentages of the crops in the several states handled cooperatively for the 1928-29 season are as follows: Alabama, 5.1 per cent; Arizona, 43.7 per cent; Arkansas, 2 per cent; California, 2.4 per cent; Georgia, 6 per cent; Louisiana, 3.9 per cent; Mississippi, 20.8 per cent; Missouri, 7.5 per cent; North Carolina, 7 per cent; Oklahoma, 30.2 per cent; South Carolina, 3.6 per cent; Tennessee, 6.7 per cent; and Texas, 2.7 per cent.

CALIFORNIA ASSOCIATION HAS NEW PACKING HOUSE

The Rosecrest Fruit Exchange, Porterville, Calif., recently completed "one of the finest fruit packing plants in the San Joaquin Valley." The new building is of brick and concrete construction, 64 feet by 120 feet, with modern lighting and ventilating systems, and accommodations for 60 packers. It is equipped to handle 200 cars of fruit, and is valued at about \$17,500.

This association was formed in 1924 to serve 70 fruit growers. It markets principally plums and grapes, with smaller quantities of apricots, nectarines, olives, peaches, persimmons, and quinces.

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GLENDORA ASSOCIATION BURNS ITS MORTGAGE

After only three and one-half years of business life the Glendora Cooperative Citrus Association, Glendora, Calif., has paid for its packing house and equipment and was able to burn its mortgage on June 24. Beginning in a small way in 1925-26, the association handled 32 cars of fruit that season. During the present season its output has been 200 cars. In the meantime the acreage has grown from 175 acres to 575 acres.

In addition to paying off the indebtedness for the packing house the association has installed and paid for new equipment, including an additional box-making machine and an electric device for stamping fruit.

The Glendora association is affiliated with the Mutual Orange Distributors, Redlands, Calif.

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SOWEGA MELONS MOVING TO MARKET

Sowega melons are moving to market at the rate of about 200 cars a day, with a prospect of the heaviest tonnage the Sowega Melon Growers' Association, Adel, Ga., has ever handled. More than 2,000 cars had been shipped to June 20. Some of the districts in Florida and Southern Georgia have finished shipping, while others farther north have just begun. With a crop of good quality, well graded, properly packed in cars, and a moderate movement, the melons are bringing good prices. There has been a marked improvement in the packing this season and reports from the markets indicate that the cars are arriving in excellent condition.

Returns for shipments have been made in record time this year. Pools are closed as soon as all papers are in and recorded, and checks go into the mails six or seven days after date of shipment. This means that the association is remitting to members from one to two weeks before it actually receives payment for the shipments.

TWELVE YEARS OF COOPERATIVE BEAN MARKETING

Eight cents per pound is the average net return distributed to members of the California Lima Bean Growers Association, Oxnard, Calif., during the past twelve years. The association handles lima beans of regular size and baby limas. For the twelve seasons of operation, regular limas constituted about 90 per cent of the total sales and baby limas about 10 per cent. Sales from 1917-18 through 1928-29 were as follows:

Marketing season	Regular limas		Baby limas		Total sales
	Pounds	Sales	Pounds	Sales	
1917-18	25,832,991	\$2,921,558	None	None	\$2,921,558
1918-19	45,099,653	4,373,145	4,385,782	\$ 389,225	4,762,370
1919-20	43,288,442	4,533,834	8,582,128	905,716	5,439,550
1920-21	32,429,674	1,889,921	16,010,370	735,641	2,635,562
1921-22	24,710,350	1,610,965	7,965,773	450,973	2,061,938
1922-23	43,011,824	3,193,279	7,500,677	582,253	3,775,532
1923-24	31,956,630	2,647,561	8,828,534	726,352	3,373,913
1924-25	19,914,180	2,599,636	12,022,722	1,361,952	3,961,588
1925-26	33,575,956	3,542,290	10,355,398	1,088,423	4,630,713
1926-27	76,172,488	4,708,839	19,886,823	966,229	5,705,068
1927-28	-----	3,811,313	-----	-----	-----
1928-29	46,852,775	4,686,945	11,154,531	984,075	5,671,020

Returns to members of the association were higher on the 1928 crop of lima beans than on the 1927 crop, which was larger in quantity. The 563,000 bags of regular limas of the 1927 crop brought an f.o.b. sales return of \$3,811,313, whereas the 468,527 bags of limas from the 1928 crop sold for \$4,686,945. Returns were also higher on baby limas. Marketing expenses for 1928 amounted to 5.7 cents per bag less than for 1927 on regular limas, and 5.5 cents less for baby limas. These charges included storage, insurance and advertising. The amount spent for advertising was 4 cents per bag less than last year.

Despite the reduction in the appropriation for 1928 advertising, space was used in six national woman's magazines, in wholesale and retail grocery trade papers, and in restaurant and cafeteria magazines. A promotion campaign was carried on among the restaurant and cafeteria trade and the wholesale grocery and chain store customers.

A few bakeries in southern California are making lima bean bread or wafers, and this association is advertising lima bean flour in a small way in medical magazines and exhibiting its products at food shows and meetings of hospital associations. The sales of lima bean flour by the association in 1928 amounted to 50 per cent more than during the preceding year.

LAND O'LAKES TO HANDLE FEEDS

Handling feed is the latest line of effort undertaken by the Land O'Lakes Creameries, Inc., Minneapolis, Minn. The association has established a feed department in order to help the farmers select the best and most suitable kinds of feeds to use in connection with what their own farms are furnishing, and to help them secure these feeds at the least possible expense consistent with quality. Cooperative creameries, local elevators, and farm clubs will assist in handling the Land O'Lakes feeds. The association is now in a position to furnish dairy feeds, poultry feeds and hog feeds, besides all kinds of mill feeds.

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BIG CREAMERY ASSOCIATION BURNS ITS MORTGAGE

The Fourth of July, 1929, was Independence Day in a double sense for the members of the Milk Producers' Association of Central California, Modesto, as it marked their freedom from bonded indebtedness dating back to 1918. Having paid off the original loan of \$180,000 at the rate of \$18,000 a year, the association celebrated the final payment by a ceremonial burning of the mortgage at a picnic on July 4. Music and speeches helped to make the day a memorable one.

In its eleven years of existence this association has developed rapidly and now claims to be producing more than 7,000,000 pounds of butter annually besides large quantities of milk powder and condensed milk. The two plants, at Modesto and Stockton, turned out 7,353,211 pounds of butter in 1928, of which 6,382,470 pounds came from the Modesto plant.

Figures showing the production of butter for the eleven years, are as follows:

	<u>Pounds</u>		<u>Pounds</u>
1918	*1,945,044	1924	5,380,874
1919	3,172,825	1925	4,679,472
1920	3,295,650	1926	6,023,367
1921	3,400,687	1927	7,407,989
1922	3,790,487	1928	7,353,211
1923	4,314,455		

* Eight months.

In addition to butter the Modesto plant manufactured 6,340,918 pounds of milk powder last year. The condensary, said to be the first cooperative condensary in California, began operations in 1928 and in the first eight months made 67,603 cases of condensed milk.

CREAMERY PAYS BOTH CASH AND STOCK DIVIDENDS

On June 22, 1929, the Dairymen's Cooperative Creamery of Boise Valley, Caldwell, Idaho, distributed to its 2,300 members its fifth cash dividend representing two cents per pound on butterfat delivered during the last six months. This dividend amounted to \$25,500 and brought the total of these distributions to \$100,348. In order to help the membership in times of special need, the association sends out these payments in June and December, the former just before tax-paying time and harvest, and the latter before Christmas and tax-paying time.

In addition to the cash dividends the association has twice issued stock dividends. These amounted to \$36,480. A third stock dividend will be declared at the close of the present year, according to a recent announcement to the membership.

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PRODUCERS' CREAMERY SERVES COUNTY ASSOCIATIONS

With headquarters at Marion, Ind., the Producers' Creamery is serving 1,500 farmers in six counties, organized into local associations. These producers are also members of the Dairy Producers' Exchange, Marion, a coordinate organization, which is serving them in various capacities. The creamery is engaged in manufacturing butter and in marketing dairy and poultry products.

The total sales of the creamery association in 1928 amounted to \$566,765, of which 77.8 per cent was butter sales. The quantity of butter manufactured in 1926 was 854,659 pounds, with a sales value of \$413,597; in 1927, 967,490 pounds, having a sales value of \$446,706, was made; and in 1928, 951,242 pounds, selling for \$442,342. The expenses of butter making for the three years were as follows: in 1926, 13.8 per cent of the sales, or \$57,094; in 1927, 14.1 per cent, or \$63,223; and in 1928, 14.04 per cent, or \$62,106. This represented a per-pound expense of 6.68 cents, 6.53 cents, and 6.52 cents, respectively. In addition to the butter manufactured and sold, the creamery marketed 2,466,769 pounds of fluid milk, 121,657 pounds of dry milk, 41,025 dozen eggs, and 17,452 pounds of poultry in 1928.

In 1927 the creamery installed a buttermilk drying plant which produces from 7,000 to 12,000 pounds of dried buttermilk per month. A warehouse building belonging to the association, in which feeding batteries have been installed for poultry, is being used for the handling of poultry and eggs.

WISCONSIN MILK EXCHANGE ALSO OPERATES STORE

Sales of the Northwestern Cooperative Milk Exchange, Green Bay, Wis., amounted to \$357,156 during 1928. Of this total, \$263,861 represented sales of dairy products and \$93,295 came from store sales. The Exchange purchased 9,510,441 pounds of whole milk and 175,959 pounds of cream, paying average prices as follows: \$2.02 per 100 pounds for milk, 57.7 cents per pound for butterfat, 51 cents for sweet cream, and 50 cents for sour cream.

The net earnings from operation of the creamery in 1928 were \$3,599, and from the store, \$3,545, making a total of \$7,144.

This association was organized September 22, 1918, as the Brown County Equity Milk Exchange, and besides selling milk it handled grain, hay and vegetables, and operated three general stores, located at Green Bay, Luxemburg and Kewaunee. It had an authorized capital of \$200,000 in \$100 shares, and a paid-up capital of \$70,000. The volume of business in 1919 was \$23,000, and in 1921, \$927,676, of which \$610,028 was creamery business.

In 1922 the organization changed its name to Northeastern Cooperative Milk Exchange, and in July, 1924, it disposed of two of the three general stores. The Luxemburg store was sold to the Farmers' Trading Company, organized by members of the Milk Exchange in that vicinity. For the assets and liabilities of this store the Farmers' Trading Company paid \$24,000 in stock certificates of the Northern Cooperative Milk Exchange. Another company organized at Kewaunee bought the store at that point on a similar plan, paying \$16,800 in stock certificates.

Available figures showing the volume of business for some of the years are given below:

Year	Creamery sales	Store sales *	Total business
1919	-----	-----	\$ 23,000
1921	610,028	\$317,648	927,676
1922	543,762	251,439	795,202
1923	499,905	232,831	732,736
1924	-----	-----	479,574
1925	356,372	83,048	439,420
1926	299,315	-----	299,315
1927	280,037	17,572	297,609
1928	263,861	93,294	357,155

* Previous to July, 1924, the company operated three stores, after that time, only one.

COOPERATIVE CHOOSES DISTINCTIVE NAME FOR BUTTER

"Alberta Maid Butter" is the brand name under which the Northern Alberta Dairy Pool, Inc., Edmonton, is turning out large quantities of butter and distributing it to the retail trade of Northern Alberta. Established only one year, the company has received cream from 2,164 farmers, and sales for the year are estimated between \$1,000,000 and \$1,250,000. Eighty-four per cent of the butter produced is of the highest commercial grade. A new plant, modern in every respect, erected for the association at a cost of about \$75,000, is now receiving cream from a large area.

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COOPERATIVE CELEBRATES SIXTH ANNIVERSARY

The Battle Ground Dairymen's Cooperative Association, Battle Ground, Wash., a large and successful dairy organization, celebrated its sixth anniversary on May 28, 1929. Members of the Vancouver Chamber of Commerce assisted in the celebration.

In its five years of operation this association has shown a remarkable growth. The first year of operation, 1924, it handled 3,810,474 pounds of milk which sold for \$26,244. In 1928 the quantity of milk marketed had increased to 15,847,515 pounds which sold for \$157,013, and the total business amounted to \$516,288.

The growth of the association during the five years is shown by the following figures:

Year	Milk received	Cheese made	Cheese sales	Fluid milk sales	Total sales *
	(Pounds)	(Pounds)			
1924	3,810,474	322,633	\$ 67,152	\$ 26,244	\$ 96,774
1925	5,332,733	488,932	108,333	30,266	144,863
1926	6,846,589	567,410	121,630	55,256	182,797
1927	10,048,411	537,390	117,612	159,769	283,794
1928	15,847,515	1,195,640	276,829	157,013	454,177

* Including whey cream, skimmed milk, etc.

The association was organized in 1923, with a membership of 74. The number of members now is approximately 100, and the patrons number more than 300.

INCREASED BUSINESS BY SOUTH DAKOTA COOPERATIVE

Over one and one-half million bushels of grain have been handled during the past seven years by the Farmers' Union Cooperative Association, Mission Hill, South Dakota. This association has been serving its members since 1919 by operating an elevator and warehouse and by buying farm supplies for them. The present membership is about 160 and patrons number about 500.

For the year ending June 30, 1929, the association marketed 270,022 bushels of grain valued at \$175,062. Of this grain 146,148 bushels was shelled corn; 82,146 bushels was oats; 27,024 bushels, barley; and the remaining 14,704 bushels, ear corn, wheat and rye. The association also sold supplies to patrons to the value of \$37,894, of which \$12,442 was for feed; \$9,697 was for coal; \$4,341 for fence posts; and the remainder for twine, flour, salt and hardware. Feed grinding brought in \$1,781, making a total business of \$214,738 for the season.

Expenses of the elevator for the 1928-29 season amounted to \$9,699 and the net earnings were \$6,595. At the close of the year the assets totaled \$63,199, there was capital stock of \$36,175, a surplus of \$14,564, and an educational fund of \$1,033.

The association's activities for the past seven years are shown in the following table:

Marketing season*	Bushels of grain received	Grain sales	Farm supply sales	Miscellaneous income	Total business
1922-23	375,574	\$164,635	\$20,390	\$ 559	\$185,584
1923-24	336,055	165,665	22,250	1,379	189,294
1924-25	236,636	177,974	30,680	887	209,541
1925-26	97,504	52,124	38,162	1,230	91,516
1926-27	92,109	59,898	29,202	851	89,827
1927-28	241,524	169,446	40,740	1,013	211,199
1928-29	270,022	175,062	37,895	1,781	214,738

* Ending June 30.

KANSAS ELEVATOR BUILT IN RECORD TIME

The Copeland Cooperative Equity Exchange, Copeland, Kansas., has just completed the construction of a new elevator with a capacity of 130,000 bushels, at a cost of about \$44,000. This elevator was begun on April 1 and completed and turned over to the Exchange on July 1, fully equipped and ready to receive the 1929 wheat crops. Construction crews averaging twenty men worked in day and night shifts in order to have the elevator finished before harvest.

The building is of cement and steel, 145 feet high, with the most modern equipment for handling grain. The city of Copeland proposes to recognize the value of this new elevator to the surrounding country by placing a 500-candlepower light on a 25 foot flag pole, on top of the elevator building, from which it will be visible for 25 or 30 miles.

Net earnings of the Copeland Equity Exchange for the year 1928-29 amounted to nearly \$44,000. The company was organized in 1919 and handles merchandise of various kinds as well as grain.

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EXCHANGE HANDLES GRAIN AND FARM SUPPLIES

Business was transacted to the amount of \$156,310 by the McIntosh Equity Exchange, Inc., McIntosh, S. Dak., for the year ending May 31, 1929. The total was made up as follows: grain, \$106,242; livestock, \$25,935; farm supplies, \$21,032; and miscellaneous income, \$3,051. The quantity of grain marketed was 87,137 bushels; and supplies purchased included: coal, 1350 tons; flour 157,900 pounds; salt, 46,615 pounds; feed, 14,000 pounds; and twine, 9,075 pounds. Net earnings for the year were \$6,357.

The progress of the association is shown by the figures in the following table:

Marketing season	Sales	Net earnings
1920-21	-----	\$1,604
1922-23	-----	4,063
1923-24	\$55,626	1,723
1924-25	145,503	7,024
1925-26	-----	6,636
1926-27	98,850	3,660
1927-28	225,230	13,957
1928-29	153,259	6,357

The association was organized in 1917 with a membership of about 100. The membership at present is approximately 250. The products of nonmembers are handled as well as those of members.

IOWA COOPERATIVE HANDLES GRAIN AND FARM SUPPLIES

Serving 400 farmers in the vicinity of Ringsted, Iowa, the Farmers Grain and Products Company had sales amounting to more than \$500,000 during the 1928-29 season. There was outstanding capital stock to the amount of \$28,600, a surplus of \$25,731 and undivided profits of \$10,908 for the year ending May 30, 1929. Over 668,000 bushels of grain were handled during the season, of which about 345,000 bushels were corn; 250,000 bushels oats; 65,000 bushels, barley; 6,000 bushels, rye; and 1,000 bushels, flax. Supplies to the value of \$136,105 were bought for the producer members, including \$55,840 worth of machinery; feed valued at \$18,733; coal \$17,975; and seed, \$10,311.

The sales of grain and farm supplies for the years that have been reported since 1918-19 are as follows:

Season	Sales		
	Grain	Supplies	Total
1918-19	\$373,542	\$ 67,333	\$440,875
1919-20	448,869	78,569	527,438
1921-22	283,549	56,323	339,872
1922-23	335,090	70,047	405,138
1924-25	362,366	73,456	435,822
1926-27	364,188	132,463	496,651
1927-28	359,923	120,616	480,539
1928-29	387,811	136,105	523,916

Corn and oats have been handled by the association in quantities ranging from around 200,000 to about 500,000 bushels. Smaller quantities of barley, rye, wheat, and flax have also been handled. The bushels of grain for the various seasons are given below:

Season	Corn	Oats	Other grains	Total
	(Bushels)	(Bushels)	(Bushels)	(Bushels)
1918-19	* 130,708	268,373	20,519	419,600
1919-20	* 198,416	232,713	9,345	440,474
1921-22	* 531,208	289,259	5,207	825,625
1922-23	* 384,467	342,983	5,309	732,759
1924-25	* 187,266	411,964	14,986	614,216
1926-27	323,689	458,680	37,203	819,572
1927-28	251,272	309,580	34,104	594,956
1928-29	344,776	250,553	73,182	668,511

* Including ear corn.

CANADIAN STORES REPORT FOR 1928

The Cooperative Union of Canada, Brantford, Ont., has assembled the 1928 annual reports of 30 affiliated societies for publication in tabular form in the Canadian Cooperator. All but one of the societies listed handled groceries, and most of them dealt in from two to twenty other lines of goods. One handled only groceries, and one was engaged in pasteurizing and selling milk.

The 30 organizations had 10,336 members, with share capital of \$589,570, loan capital of \$219,547, and reserves of \$321,273. Their combined sales for the year totaled \$5,396,967, which was an increase of \$549,096 over the figures for 1927. Twenty-nine of the 30 stores reported net earnings which totaled \$342,750. Twenty societies paid patronage dividends at rates which ranged from 1 $\frac{1}{4}$ per cent to 11 per cent, with a sum total of \$252,976.

Only three of these store societies had fewer than 100 members, one had 1,500, and the largest of all had 3,387. This was the British Canadian Cooperative Company, Ltd., Sydney Mines, N. S. Its sales for the year amounted to \$1,717,543; it reported net earnings of \$180,735, and paid patronage dividends of \$177,526. This is the oldest store company in the group, having operated 22 $\frac{1}{2}$ years.

Nine associations purchased merchandise from the Cooperative Wholesale Society of England to the value of \$22,519.

The activities of the associations affiliated with the Cooperative Union are indicated in part by the following statistics.

Year	Societies reporting	Number of members	Sales	Net earnings
1923	7	4,646	\$2,249,379	\$172,972
1924	14	7,047	2,675,851	212,493
1926	20	7,804	3,358,162	230,534
1927	24	8,914	4,481,574	283,777
1928	30	10,336	5,396,967	342,752

In addition to the store societies the Cooperative Union presents statistics for the United Grain Growers, Ltd., Winnipeg, which has been in operation 22 years and has 35,000 members for whom it buys twine, flour, coal, and oils. It has share capital of \$3,096,695 and reserves of \$2,202,373. Sales of farm supplies in 1928 amounted to \$2,751,000, and were larger than for 1927 by \$439,000. Net earnings were \$714,831.

Besides these large societies there are hundreds of smaller organizations scattered through the provinces which are not affiliated with the Cooperative Union of Canada.

NETHERLANDS HAS BIG EGG COOPERATIVE

A report from the American vice consul at Rotterdam, tells of the activities of the Roermond Cooperative Egg Sellers, Roermond, North Brabant. This association is called the largest cooperative in its line, not only in the Netherlands, but also in all Europe. In 1927 it handled 151,500,000 eggs valued at \$6,000,000; and in 1928, 164,000,000 eggs. The average price received for chicken eggs in 1928 was \$2.44 per 100; and for duck eggs, \$2.158 per 100.

The poultry industry is of increasing importance in the Netherlands. Its present volume is estimated at \$48,000,000 annually, or 10 per cent of the total production of the soil. Exports of eggs total approximately \$28,000,000 annually, of which the Roermond Cooperative Egg Sellers contributed one-seventh in 1928.

This cooperative is planning to meet the British requirement that eggs coming into that country shall be marked with the name of the country of origin.

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PHILIPPINE FARMERS BEGINNING TO COOPERATE

Philippine farmers are taking an increasing interest in the cooperative marketing movement, according to recent reports. Tobacco growers of the Cagayan Valley have been organizing for cooperative marketing for several years, and more recently the hemp growers in the Bicol regions, rice growers in Central Luzon, and farmers in other provinces, have organized to sell their products cooperatively. Twelve associations have filed their incorporation papers with the Bureau of Commerce and Industry, and another, one of the largest of all, is expected to be ready for incorporation soon. This is a group of rice growers in the Province of Nueva Ecija who are enthusiastic over the prospects of organization.

The Bureau of Commerce and Industry is receiving calls for help in organizing from many groups of farmers, but with its limited force it is unable to send men to distant fields.

An organization which is considered typical is the Masarawag Cooperative Marketing Association, incorporated February 1, 1929. It is made up of farmers living far from any town. It has capital stock of 50,000 pesos (par value, 50 cents), divided into 5,000 shares of 10 pesos each. The original membership numbered 31 and they subscribed 12,320 pesos and began with 5,380 paid up. In May the number of members had grown to 146 and the paid up capital amounted to 10,130 pesos. The association handles large quantities of abaca, and copra, and maintains a cooperative store through which it supplies its members with many kinds of merchandise.

MANUAL FOR COURSE IN COOPERATIVE LIVESTOCK MARKETING

A booklet of 40 pages, entitled "Cooperative Livestock Marketing Outline," prepared by the field service department of the Ohio Live Stock Cooperative Association, has been in great demand. Designed as a text and laboratory manual for a high school course in cooperative marketing, the booklet was used in connection with projects in Darke and Logan Counties in the spring, and has been called for by parties in 19 states, the District of Columbia and Canada.

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A SECOND ARGENTINA BOOK ON COOPERATION

"Elevadores de Granos y Cooperacion; el Estado y la Cooperacion frente al Problema de los Graneros y del Comercio de Cereales" is the title of a second publication on Cooperation in Argentina. The first report was issued in 1927 under the title of "La Cooperacion, Su regimen juridico." Both publications were prepared by Dr. Samson Leiserson of Buenos Aires. A third study, by the same author, now being prepared, is to be issued under the title of "Régimen Cooperatista de la economia rural."

The author, in discussing the cooperative marketing of grain in the volume just issued, has drawn heavily upon the publications issued in the United States upon this subject. At the close of the study he submits a suggested draft for a law for Argentina to provide regulations for the cooperative marketing of grain in that country.

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INSTITUTE OF COOPERATION PLANS FIFTH SESSION

Plans are nearly completed for the fifth summer session of the American Institute of Cooperation which will be held at the University of Louisiana, Baton Rouge, July 29 to August 24, 1929. A circular announcing the Institute calls attention to various attractive features of the southern city and its surroundings, presents the tentative program for the meetings, and outlines the work done at the four sessions which are now past history.

Among the topics which are featured in the program are: finance problems of cooperatives, membership relations, management problems and policies, cooperative purchasing, local association problems, short courses in cooperative marketing, national coordination of agricultural cooperatives, and special problems of cotton cooperatives. Many prominent cooperators are scheduled to address the meetings, including officials of well known organizations, educators from various institutions, and representatives of the U. S. Department of Agriculture.

As in former years, arrangements have been made for university credit courses for persons desiring such instruction.

"DEVELOPING NEW MARKETS FOR MISSOURI BUTTERFAT"

The economic factors that determined the present marketing system for butterfat in Missouri, and the prerequisites for a successful cooperative creamery are among the major problems discussed in bulletin No. 267, University of Missouri, by F. L. Thomsen and W. H. E. Reid. As a historical basis, reference is made to previous attempts to launch cooperative organizations in the state to handle dairy products. Then follows the main thesis, an analysis of "the general types of market outlets adapted to Missouri conditions." At present butterfat is marketed chiefly through centralized creameries, where cream is collected either by the direct shipment method, or through cream stations. There are 2,861 cream stations in the state. Considerable attention has been given in the bulletin to the operation of cream stations, their costs, volume, shortages, method of operation, etc. Over three-fourths of the cream delivered to centralizers passes through cream stations.

The cooperative creameries in Minnesota, Iowa and Wisconsin have furnished to producers of those states a splendid market for butterfat. It is little wonder that producers in Missouri who have not been so fortunate are endeavoring to improve their market along the lines developed in the Northern States. The bulletin shows that quality and volume largely explain the difference in farm prices for butterfat in the two regions.

One of the most interesting parts of the bulletin is the analysis of production conditions in Missouri. The diversification of farm income in Missouri makes dairying of much less importance than is the case in Wisconsin and Minnesota. The dairy industry of Wisconsin represents 49 per cent of the value of all farm products produced within the state, while in Missouri it represents only 8 per cent. This is one of the most important factors determining the difference in marketing conditions found in the two sections.

This bulletin is of interest not only to Missouri farmers and farm leaders but undoubtedly will be read with interest by dairy leaders in many of the Southern States where there has been considerable interest in dairying in recent years. The entire problem of changes in marketing of dairy products is timely to the dairy development in many parts of the country. Each state has its peculiar problems and this is one of the first attempts to analyze the problems of marketing butterfat in one of the newer southern dairy sections.

Tom G. Stitts.

TOBACCO POOL ABLE TO FINANCE ITSELF

The Northern Wisconsin Cooperative Tobacco Pool, Madison, reports that it has handled its 1928 crop without borrowing money from outside sources. This indicates a remarkable gain in financial strength in the seven years of operation, as at first one of the biggest problems of the association was where to obtain money to finance the handling of the crop. In handling the 1928 crop the association has stored millions of pounds, and on all the tobacco delivered, sold or unsold, it has advanced from 70 to 80 per cent. Cash advances to members on stemming tobacco in the last few months have amounted to \$150,000 more than the sales.

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OHIO BOYS FEED AND SELL STOCK COOPERATIVELY

Fourteen boys from Wood County, Ohio, ranging from 9 to 18 years of age, recently cooperated in shipping to market a car load of baby beef calves which they had fattened themselves. The 30 Hereford calves had been brought from Saskatchewan and the boys had fed them seven and one-half months under the guidance of an Ohio man who has supervised similar enterprises for the past six years, cooperating with each boy and teaching him the best methods of feeding, loading and shipping, then giving all the boys a trip to the terminal market where they could see their stock sold on its merits on the open market. The quality of the stock is indicated by the fact that 18 of the 30 calves sold at or above the top of the market.

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HONEY PRODUCERS ORGANIZE SALES AGENCY

Two groups of honey producers, the Mountain States Honey Producers Association, Boise, Idaho, and the Western Washington Beekeepers' Association, Seattle, have joined forces and organized a sales agency called the Pacific Slope Honey Company, with headquarters at Seattle. Each organization holds half the capital stock in the marketing enterprise.

The sales agency is trying to keep the members informed regarding its progress and problems, and is suggesting plans for cutting down overhead costs. It has also issued some figures comparing sales volumes for the years 1927 and 1928. The bottling trade during the fall of 1927 ran from 7,000 to 15,000 pounds of honey. During the fall of 1928 it averaged 75,000 pounds a month, and in the month of November sales ran to 109,000 pounds.

LIFE INSURANCE AVAILABLE FOR MICHIGAN FARMERS

The Michigan State Farm Bureau, Lansing, has recently added life insurance to its list of activities. A new organization, the State Farm Life Insurance Company, formed under the laws of Illinois and licensed to operate in Michigan with the Michigan Farm Bureau as the State agent, will carry on the business. The new company is a legal-reserve, participating insurance company, capitalized at \$200,000 and having a surplus of \$200,000. It plans to stress straight life insurance, offering farmers safe and dependable insurance at a moderate cost, as a protective measure, not as an investment or savings plan. However, for those who demand service there will be endowment policies and other types not recommended for the average person.

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TORNADO INSURANCE FOR DAKOTA FARMERS

Tornado insurance amounting to nearly \$25,000,000 is reported by the secretary of the Farmers' Mutual Tornado Insurance Company of South Dakota, De Smet, for the past year. This is an increased business of \$4,000,000 over the previous year. Losses amounting to \$173,000 have been paid to members of the company.

This company was organized in 1916 and is operated under the county mutual law. It was first incorporated to do business in seven counties. Increased demand for cooperative insurance has made it necessary to expand the business to include 30 counties. The secretary states that 15 more will be included, thus rendering service to nearly all of the counties east of the Missouri River.

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INDIANA FARM BUREAU SELLS AND BUYS FOR FARMERS

Sales of the Whitley County Farm Bureau Cooperative Association, Inc., Columbia City, Ind., amounted to \$167,086 during the calendar year, 1928. Cream, eggs, and poultry were the chief products sold for the farmers, and feeds, twine and other supplies were sold to them. The larger items were as follows: cream, \$93,712; eggs, \$30,684; poultry, \$9,126; merchandise, \$27,994. Net earnings for the year amounted to \$5,550, of which \$2,600 was distributed as a patronage dividend, \$1,100 was placed in the educational fund, and \$1,850 was carried to surplus.

The Whitley County organization was formed about 1922 and incorporated in 1928. It reports 504 members of whom 183 are shareholders. All are farmers. The association handles produce for others than its members.

REPORTED BY THE ASSOCIATIONS

A director of the Cooperative Wholesale Society, Manchester, England, stated recently in an address that the cooperative mills of that country require about 12,000 tons of wheat weekly, and the Cooperative Wholesale Society buys the necessary supplies from cooperative associations of wheat growers in the colonies and elsewhere.

A recent report from the Sheffield Producers' Cooperative Association, Inc., North Chatham, N. Y., tells of the addition of 389 new dairies during the month of May, 1929, and a total membership of more than 12,000. The management states that the association is selling more than \$25,000,-000 worth of milk annually.

A new association, the Florida Plumous Growers' Cooperative Association, is being organized at De Land, Florida. The organization plans to begin operations about November 1, of this year. The purpose of the new association is to market for its members, decorative greens, ferns, flowers, and herbaceous products. It will also buy and sell cooperatively, fertilizers, seed, nursery stock, and other necessary supplies.

Members of the Michigan State Farm Bureau, Lansing, received patronage dividends amounting to \$158,000 on the fertilizer they purchased last spring. Since the Farm Bureau began serving its members as a purchasing agent for fertilizer it has returned a total of \$1,330,-000 in patronage dividends to those members who have bought fertilizers. A motion picture has been made recently showing members handling fertilizer purchased collectively.

Twenty-five farm owners in Rock County, Wis., have formed the Rock County Paint Spray Association for the purpose of painting their farm buildings. The association was formed in 1927 on a service-at-cost basis, and in 1928 it rendered service to 18 patrons. The association owns a paint sprayer, air brushes, ladders, and other equipment. On May 1, 1929, the organization had a net worth of \$1,273, the greater part of which was represented by cash in the bank.

The Logan Farm Supply Company, Inc., Lincoln, Ill., is a cooperative organized in 1928 to handle petroleum products. It reports 450 shareholders, of whom 90 per cent are farmers. Last year it had 1,200 patrons, and transacted business to the amount of \$20,000. With an authorized capital of \$30,000, \$14,075 has been issued. At the close of the first fiscal year, June 30, 1929, the company had a surplus of \$5,811 and a total net worth of \$19,886. A branch station is located at Mt. Pulaski.

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- Canadian Pools Unaffected by Collapse of Market: Grain Trade Statements Blaming Co-ops for Price Demoralization Have No Foundation in Fact. Wheat Growers' Journal, Wichita, Kans., June 1, 1929, p. 12.
- Capper, Arthur. The New Law Depends on Cooperation for Success. Wheat Growers' Journal, Wichita, Kans., July 1, 1929, p. 9.
- Colonel Ousley on Cooperative Marketing. Alabama Farm Bureau News, Montgomery, Ala., June 15, 1929, p. 2.
- Gantz, H. L. Where Cooperation is the Key Word: Tillman County (Okla.) is Adding Strength and Stability to Her Communities. Farm and Ranch, Dallas, Tex., June 29, 1929, p. 4.
- Honey Producers to Sell Cooperatively: Northwestern Producers to Join with Mountain States Organization. The Farmer, St. Paul, Minn., June 1, 1929, p. 7.
- McPhail, A. J. President Sees Life and Hope in Cooperation. (Address) Western Producer, Saskatoon, Sask., July 11, 1929, p. 12.
- Macklin, Theodore. The Importance of Farmers Working Together to Distribute and Sell Products Can Not be Overemphasized. (Address) Washcoegg, Seattle, Wash., June 29, 1929, p. 3; July 6, 1929, p. 3; July 13, 1929, p. 3.
- Trick Definitions of Orderly Marketing. (Editorial) National Live Stock Producer, Chicago, Ill., July, 1929, p. 4.
- Utah Poultry Producers Cooperate. Iowa Homestead, Des Moines, Iowa, June 22, 1929, p. 17.
- Waid, E. D. How Can the Farmer Have a Voice in Marketing His Dairy Products? Cooperative Dairy Farmer, Wauseon, Ohio, June 29, 1929, p. 4.
- Walker, J. F. Australian Sheep Industry Grows: Producers There Have Learned of the Power Cooperative Selling Brings. Kansas Farmer, Topeka, Kans., June 8, 1929, p. 16.